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DIVIDENDS AND ANNUAL ELECTION ON G. M. PROGRAM

Bid May Be Made to Fisher Body for Rest of Stock

NEW YORK, May 12.—Annual election of officers and consideration of the second quarterly dividend payment for 1926 will be among the important business matters transacted at the annual meeting of the directors of the General Motors Corporation Thursday.

It is expected that the present officers will be re-elected. The directors are also expected to take some action upon the reported negotiations with Fisher Body.

It is expected they will authorize a proposal to be made to the Fisher Body Corporation under which General Motors will purchase the entire assets in a manner which in liquidation will result in stockholders of Fisher Body receiving two-thirds of a share of General Motors Corporation common for each share of Fisher Body. At present General Motors owns 60 per cent. of the outstanding capital stock of Fisher Body.

An extra dividend in addition to the regular quarterly of \$1.75 a share on the common will also be acted upon. Estimates in the financial district on the size of the extra payment to be authorized at this time range from \$2 to \$4 a share with a consensus favoring a \$3 payment.

It is estimated the corporation during the first four months of the current year has earned, including its equities in the undistributed earnings of wholly-owned or controlled subsidiaries, a balance exceeding \$10 a share on the 5,161,600 shares of common stock. This is more than half of the corporation's total earnings during 1925.

A \$3 extra payment at this time would bring common dividend payments for the first six months of the current year to \$6.50 a share, or less than half of the corporation's estimated earnings for the first six months. While this would be a substantial extra payment it would not be inconsistent with the corporation's dividend policy of the past of distributing about half of its earnings in dividends.

Last year, with total earnings of more than \$20 a share, the corporation disbursed \$12 in common dividends, or 60 per cent. Therefore, in view of the corporation's tremendous earning power in recent months and the fact that it has accumulated cash holdings in excess of \$150,000,000, an extra payment of \$3 at this time might be considered conservative.

AVIATION COMMISSION TO MEET AT CAPITAL

Washington, May 12.—The governing board of the Pan-American Union has announced that the opening session of the First Inter-American Commission on Commercial Aviation will be held here on May 23. The action of the board follows out the recommendation of the Fifth Pan-American Conference which met at Santiago, Chile, in 1923.

CLOSED CARS TOTAL 74% OF DODGE MAY OUTPUT

Detroit, May 12.—How the American public has taken to closed cars is indicated by the May production schedule of the Dodge Brothers factory. Only 9 per cent. of the cars being built this month are the open type of touring cars and roadsters, while 74 per cent. are sedans and coupes. The remaining 17 per cent. are commercial cars and trucks.

Willys-Overland Elects Officers

Toledo, May 12.—One change was made in the directors of Willys Overland Company in the meeting of the stockholders Tuesday afternoon. Linwood A. Miller of Toledo takes the place of Joseph P. Cotton of New York, resigned.

The new board is as follows: John N. Willys, George M. Jones, Gordon M. Mather, Clement O. Miniger, Rathbun Fuller, Thomas H. Tracy, James E. Kepperley, Charles E. Wilson, Linwood A. Miller, H. C. Tillotson and B. Mertz.

After the meeting the directors elected these officers: John N. Willys, president; Linwood A. Miller, first vice-president; J. H. Gerkens, vice-president; A. B. Qualy, secretary; E. R. Spencer, assistant secretary; J. H. Gerkens, treasurer; E. L. Clapp, assistant treasurer; Willys-Overland Company in the Kruse, cashier, and E. F. Wiggins, assistant cashier.

Earnings of the Willys-Overland Company for the first four months of this year were in excess of \$3,250,000, after all charges except Federal taxes, or an equivalent of the entire year's dividend requirements on the 7 per cent. preferred stock and a balance of 78 cents a share on the 2,527,000 shares of common stock.

Paige-Detroit Co. Shows 470% Gain

Special from A. D. N. Detroit Bureau
Detroit, May 12.—The Paige-Detroit Motor Car Company reports that April shipments of the new cars, introduced in February, were 470 per cent greater than in the same month of 1925. The total was 2,998 cars.

For the first four months of 1926 Paige cars shipped totalled 9,367, nearly four-and-a-half times as many as were shipped in the same period a year ago. Recent introduction of the 115-inch wheelbase brougham and the 125-inch wheelbase cabriolet roadster are expected to bring about still larger increases in the May business.

Demand for the new brougham, in particular is, reported to be beyond the company's capacity to produce. The statement is made that if enough could have been secured Paige shipments would have been considerably larger.

CRUDE OIL PRODUCTION SHOWS MARKED INCREASE

New York, May 12.—Domestic crude oil production in week ended May 8 increased 3,950 barrels daily, averaging 1,994,050 daily, according to American Petroleum Institute. Crude oil imports for the week averaged 187,428 barrels daily, against 160,143 daily in the preceding week.

Hoover and Litchfield Praise U. S. Labor Methods; Rubber Discussed

Dr. Julius Klein Raps British Restrictions

Speak at U. S. C. C. Annual Meeting

America's Mfg. Pre-Eminence Emphasized At U.S.C.C. Sessions

Special from A. D. N. Washington Bureau

WASHINGTON, May 12.—Although British rubber plantation companies are declaring dividends of 25 per cent. and making handsome profits, the British Colonial Office now rules that unless the price is maintained at a low level of 42 cents per pound exportation of rubber from British colonies again will be reduced 20 per cent.

Thus declared Dr. Julius Klein, director of the bureau of domestic and foreign commerce of the Department of Commerce, in an address at today's session of the annual convention of the United States Chamber of Commerce.

There is no assurance, however, that the basic price of rubber will not be raised to a still higher level, he predicted, and added that the American public "is going to pay for its rubber as much as the foreign control makes it pay."

In the last six months, American manufacturers and consumers have paid almost \$200,000,000 in import value over a "fair" price of rubber as originally announced by proponents of rubber restriction, Dr. Klein said.

The automotive industry, by maintaining "a balanced and scientific point of view," can materially benefit in the solution of the nation's traffic problems, Capt. Eddie Rickenbacker, member of the traffic planning and safety committee of the National Automobile Chamber of Commerce, asserted in a speech before the transportation and communication committee of the chamber today.

Rickenbacker spoke in place of George M. Graham, vice-president

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To Begin Mfg. of Stinson Planes

Special from A. D. N. Detroit Bureau
Detroit, May 12.—Within two weeks, it is announced, the Stinson airplane will begin manufacturing operations at a plant at Northville, twenty-seven miles out of Detroit. The factory to be utilized is one formerly occupied by the Stinson Seale Company.

Five planes will be put to work at once, and it is stated that they will be ready for delivery about July 1. The company's initial manufacturing program contemplates twenty-five planes.

The corporation has just been formed from the syndicate originally backing Eddie Stinson in making his plane, and begins business with a capital stock of \$300,000. Directors are: J. K. Livingstone, Luther D. Thomas, Richard Fitzgerald, Henry E. Hund, Frank W. Blair, Harry R. Graham, George M. Holley, E. S. Evans, James M. Evans, Edward A. Stinson, William A. Mara, George E. Buchanan and William E. Metzger.



HERBERT HOOVER



P. W. LITCHFIELD

NAME OF NEW VELIE SEDAN IS STYLEADER

Moline, Ill., May 12.—Out of more than 250,000 name suggestions received by the Velie Motors Corporation on its name contest on their beautiful sloping windshield model, the judges have selected the name Velie Styleader as being the most fitting name for this model.

The winner is Mrs. Henry Leibbrandt, 406 Madison St., Watsonville, Cal., and the car will be presented to Mrs. Leibbrandt within the next few days.

HUDSON SHIPMENTS

Detroit, May 12.—The 100,000th car to be built in 1926 by Hudson Motor Car Company has been shipped. This is the earliest in the year that the 100,000th mark ever was reached by Hudson-Essex.

NEW passenger car registrations, throughout the entire country, will be found on Pages 4 and 5 of this issue.

Special from A. D. N. Washington Bureau

WASHINGTON, May 12.—Public interest does not require that Henry Ford shall dissolve his great factory into the hands of 500 small competitors because to do so would greatly increase the cost to the public, decrease stability of employment and probably lower wages, Secretary of Commerce Hoover declared in an address today at the annual convention of the United States Chamber of Commerce.

Citing the changing ideas as to competition in the last twenty-five years, Mr. Hoover declared Ford has the most active competition of other great units and added that "mass production industries do not necessarily imply trusts and monopolies."

P. W. Litchfield, president of the Goodyear Tire and Rubber Company, speaking before the manufacturers' group meeting of the chamber, asserted that a 30 per cent. advance in American living standards since the pre-war period is directly attributed to increased production on the part of American industry. The manufacturers' group is headed by A. J. Brousseau, president of Mack Truck, Inc., New York.

Dr. Julius Klein, director of the Bureau of Domestic and Foreign Commerce of the Department of Commerce, spoke before the convention on foreign trade economics, giving particular attention to the British rubber situation.

Secretary Hoover pointed out that there is a marked change during this last twenty-five years in the attitude of employers and employees toward wages and conditions of labor, especially in the larger units of production and service and the larger trades unions.

"It was not so many years ago that the employer considered it was in his interest to use the opportunities of unemployment and immigration to lower wages irrespective of other considerations," the secretary said.

"Pressure of high wages is forcing labor-saving devices and better administration to an extent which oftentimes reduces labor costs per unit of production below even those of the cheaper labor abroad. There is no more profound proof of labor saving than the fact that we today use roughly 55,000,000 horse power in industry where we used 13,000,000 a quarter of a century ago, and even that omits the increase in power for transportation."

"Another marked tendency of the last twenty-five years is the notable growth of a higher sense of co-operation in the whole community. It is true enough to say that the modern system of fine division of labor and specialization in business is in essence co-operation in

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TRUCK HAUL IS CHEAP IN END

Asserts Port Authority, and Tells Why

New York, May 11.—Railroad line haul is the cheapest form of land transportation, but the cost of the line haul is only a small part of the cost of making a shipment, asserts Major Elihu Church of the Port of New York Authority, in the May issue of the S. A. E. Journal.

"The railroads get only about 10 cents out of the transportation dollar," said Major Church. "A group of timers at one of the big railroad pier stations in New York city found that motor trucks stood at the pier sixty-eight minutes on the average, and that the time required for unloading their freight was only fourteen minutes.

"Each truck wasted fifty-four minutes, which, at a cost of 6 cents per minute, means \$3.24 per load. The loads averaged 2,154 pounds. The railroad could haul that load from New York to Buffalo, 400 miles, for what it costs to keep a truck waiting fifty-four minutes."

"Dozens of examples in which the motor truck is making good in the field of long-distance freight hauling could be cited," continues Major Church. "A truck owner in the metropolitan district went to the manager of the principal factory in a Massachusetts town and proposed to haul his freight to New York city.

"The manager told him that he could not compete with the railroad on the long haul, but the truckman induced him to figure the cost of boxing his goods and hauling them from the factory on the railroad in Massachusetts and from the railroad to the warehouse in New York. These charges amounted to \$11 a ton. The truck owner proposed to haul six tons at a load, which meant a saving of \$66 on incidentals for each truck trip.

"Again, a big typewriter company in Hartford, Conn., formerly shipped to New York by rail, which required boxing the typewriters. The cost of lumber and labor went up until now it costs more than \$1 to box a machine. Now the company has a fleet of motor trucks with bodies like moving vans. Each truck has 300 compartments just the size of a typewriter and lined with felt.

"When a truck backs up to the factory, 300 typewriters are loaded into the compartments without any packing. The truck arrives in New York in a few hours and \$300 per trip is saved on boxing alone. Yet the railroad wonders why it has lost the business of the company."

ROAD MACHINERY SHOW OPENS IN BOSTON

Boston, May 12.—The second annual open-air all New England road building machinery and materials show opens tomorrow on the Charles River Parkway at the Cottage Farm Bridge under the auspices of the Massachusetts Highway Association.

More than \$1,000,000 worth of equipment and materials will be shown by ninety exhibitors. The show occupies 600,000 square feet of land, which not only allows for displays but also permits working exhibits and demonstrations.

JAPAN IMPORTS

Tokio, May 12.—February imports of automotive products numbered as follows: Automobiles, 122, valued at yen 290,534; parts and accessories, yen 1,293,565, and 505 motorcycles, valued at yen 282,425.

RUSSIA WANTS BUSES

London, May 12 (U. T. P. S.).—Reports from Moscow state that an increasing demand for motor buses may shortly be expected from Russia. The Moscow Soviet now has 160 buses in commission, and other towns are copying this example.

LEAD MINES OWNED BY FORD IN OPERATION

Boise, Ida., May 12.—The Ford Motor Company is pressing work on its lead mines near Clayton, Ida., according to reports reaching the state Mining Association. Both Ford and General Motors have large Idaho interests in the southern lead districts of the state. Ford, who at first held only a bond and lease on his mine, the Red Bird, is reported to have exercised his option to purchase at least a portion of their claims.

The General Motors property, also in central Idaho, has been undergoing systematic development for the past year, and important announcements are expected soon.

Weller Gen. Mgr. Of Acme Truck

Cadillac, Mich., May 12.—Announcement is made by the Acme Motor Truck Company of the accession of J. W. Weller to the general management of that organization.

Mr. Weller was for three years vice-president and factory manager of the Gray Motor Company, Detroit, and prior to that was manufacturing manager of Hirschell-Spillman of North Tonawanda, N. Y. Before those connections he was associated with Packard, Willys and Templar.



J. W. Weller

Plan to Remove Station WHGP

Special from A. D. N. Detroit Bureau

Detroit, May 12.—Arrangements are under way by George Harrison Phelps, Inc., to move radio station WHGP from its present location in Detroit to a point twenty-two and a half miles out in the country. The new location, on Town Line Road, near Mt. Clemens, is a tract of two acres ideally situated for radio purposes.

Two steel towers, 200 feet high, are under construction, with heavy concrete bases. The radio station proper will house the radio equipment and the operating staff of two engineers, who will both be on duty while broadcasting is going on. Living quarters are provided for the engineers and their families.

STUTZ SHIPMENTS REACH 652 IN APRIL

Indianapolis, May 12.—The Stutz Motor Car Company of America, Inc., shipped in April 652 cars, an increase of 125 over March. During the last week of the month the company shipped 210 cars and on April 29 shipped 49 cars. During the month 657 new orders were received, and unfilled orders April 30 exceeded \$7,000,000.

HOOD NEW MANAGER OF STAR BRANCH IN L. A.

Oakland, Cal., May 12.—Frank Hood, veteran automobile man, who has been identified with the motor car trades in the Pacific Coast since 1909, has been appointed branch manager of the Los Angeles factory branch of the Star Motor Company. Hood sold his first automobile in 1898. He succeeds Charles Waller, who has been announced as a Los Angeles dealer for Star cars.

CACTUS SALES HIGH

Los Angeles, Cal., May 12.—With a heavy newspaper and billboard advertising campaign being consistently used, the Cactus Manufacturing Company reports that sales for the first three months of this year are 80 per cent. greater than the same period last year. The concern manufactures tire boots.

Will Be Seen at A. G. M. A. Convention



E. J. Frost, President. F. W. Sinram, Honor'y President. B. F. Waterman, 2d Vice-President. H. E. Eberhart, Ex-President

ABOVE ARE FOUR principal officers of the American Gear Manufacturers' Association, which holds its tenth annual convention in Detroit today. The sessions will close on the 15th.

SEVERER PENALTIES URGED FOR TRAFFIC OFFENDERS

Special from A. D. N. Detroit Bureau

Detroit, May 12.—Leniency of the courts in dealing with offenders in traffic cases came in for sharp criticism at the meeting of the Detroit Engineering Society, when William E. Metzger of the Detroit Automobile Club, Superintendent of Police William P. Rutledge, and Ernest Greenwood, secretary of the Hoover Safety Conference, were the speakers.

Conditions in Detroit were reported to be practically similar to those in other large cities, and the thought was expressed that traffic fatalities would be greatly reduced if the judges dealt out more severe penalties to offenders.

Fewer Auto Thefts In Philadelphia

Philadelphia, May 12.—Through the co-operation of automobile dealers and garage operators, police here have been enabled to greatly reduce car thefts in the first four months of this year, according to a report of the Police Department which has just been compiled.

When a drastic campaign was inaugurated against auto thieves, January 1, the need for co-operation of dealers and garage proprietors was stressed by Superintendent of Police Mills and Director Elliott.

More than 800 persons charged with car thefts have been arrested since the first of the year, and 1,615 stolen cars having a total value of \$1,575,498 have been recovered. Many of the cars recovered in Philadelphia had been stolen in other cities and brought here for disposal, the police report sets forth.

'No Amount' Auto Insurance Policy

Rochester, N. Y., May 12.—The "no amount" automobile fire and theft insurance policy has been introduced by a number of automobile insurance companies in Rochester. Instead of filling in an amount of insurance on the policy, the words "actual cash value" are substituted, and the losses will be settled on the basis of the cash value of the machine at the time of the fire or the theft. Local agents say their is little difference in the cost between the two forms.

BIG BUICK ORDER

Chicago, May 12.—One of the largest single orders for automobiles ever placed in this district was received last week by the Buick Motor Company's Chicago branch. The order was handled by C. F. Yonkers, the branch manager, and came from the Marquette Cement Company of La Salle, Ill. It was for thirty-five cars, twenty-one of which were delivered at one time.

ROLLS-ROYCE CLOSES

London, May 12.—The Lincolnshire Rolls-Royce factory has shut down, and other automobile works are expected to follow suit Tuesday because of the decision of the molders to join the strike.

URGES STUDY OF AUTO INSURANCE

Chicago, May 12.—Discussing insurance as applied to the automotive industry in connection with experiences growing out of credit extension, Thomas C. Moffatt, past president of the National Association of Insurance Agents, stresses the point that the "function of insurance is to aid business to flow naturally down its stream from source to mouth, and no attempt should be made to retard the even flow, nor should its current be permitted to fritter its strength away by running into rivulets and brooks, or to become so lazy that sandbanks impede the flow of the waters."

Calling attention to the fact that a large portion of automobile insurance has been removed from the hands of the authorized representatives of the fire insurance companies all over the country, Mr. Moffatt says this loss will continue unchecked if the insurance world does not concentrate its forces on an intelligent study of the situation—to learn exactly the conditions that confront the business as a whole, and to offer some remedy that will right these conditions, whatever they are found to be, so that not only may the agent find automobile insurance an attractive and profitable part of his business, but that the companies themselves may not be cramped and pessimistic in writing this great division of the insurance business, which, he says, "has long since gone past the side line."

APRIL PROVES BEST MONTH IN REO HISTORY

Lansing, Mich., May 12.—A year ago Reo acclaimed April as the greatest month in its entire history, and at that time it was believed by factory officials that the record would be hard to equal, especially as 1925 was conceded to mark the peak year of automobile buying. According to Reo officials, however, the month which has just been brought to a close has completely eclipsed the corresponding month of a year ago, and April of 1926 goes down as the biggest month in the history of the Reo Motor Car Company with respect to shipments.

BUYS VIM TRUCK COMPANY

Philadelphia, May 12.—The entire assets of the Vim Motor Truck Company here have been taken over by the Levene Motor Company of this city, according to an announcement by officials of the latter concern. It was further stated that complete service and parts on all models of the Vim truck will be provided for customers everywhere by the Levene Company.

ADVERTISEMENT

Every 2 1/4 seconds, somewhere in the world, some one buys a Dunlop Tire.

GOOD ROADS AND HUMAN HAPPINESS

Subject of Interesting Paper by Chas. D. Hastings

Special from A. D. N. Detroit Bureau
Detroit, May 12.—Charles D. Hastings, president of the Hupp Motor Car Corporation, is the author of a paper under the title "Good Roads and Human Happiness."

This he dedicated to the first Pan-American Congress of Journalists, held in Detroit last week and it was translated into Spanish for the benefit of the visitors. He also had it handsomely printed in a numbered edition of 300 copies, which he has distributed.

The book reviews the advantages to the entire world accruing as the result of good roads for the transport of human being and commodities. Mr. Hastings touches briefly on the education, industrial and commercial benefits resulting from improved roads and presents some figures. He points out that \$3,000,000,000 will be spent in the touring season of 1926, of which approximately \$1,000,000,000 will be expended by tourist campers.

There are now in the United States, Mr. Hastings states, approximately 3,000,000 miles of rural highways, of which 500,000 miles are hard surfaced. In ten years, he adds, there will be 800,000 miles of hard-surfaced roads. He notes that road building is our greatest construction industry, and that more than a billion dollars will be spent in 1926 for highway construction and maintenance.

Referring to the program of good roads construction carried on by the Latin-American countries, Mr. Hastings concludes:—

"Through all the decades of progress that are to come, we of the United States of North America will watch eagerly the advancement along this line registered year after year by our sister republics, knowing, as we do know, how much greater than ours is the task before you, and realizing, too, how great and how certain is the reward that will inevitably follow each major step toward its completion."

NEW HAMPSHIRE DRAWS \$3,000,000 FROM AUTOISTS

Manchester, N. H., May 12.—Motorists in the state of New Hampshire paid \$1,645,000 for license plates and \$748,000 in gasoline taxes during 1925, according to a report of State Treasurer Henry E. Chamberlain, published today. In addition to the above sums the state received \$555,000 in Federal aid for automobile highways last year. Thus the total of money received from motorists was about \$3,000,000, or one-third of the entire state revenue. For comparison the state received but \$1,025,000 from railroad taxes, or one-third of the amount received from motorists.

STRELINGER BECOMES COPELAND DISTRIBUTOR

Special from A. D. N. Detroit Bureau

Detroit, May 12.—Godfrey Strelinger, for the last three years supervisor of sales for Chrysler in the Detroit district, has resigned to become Michigan distributor for Copeland products. He will establish sales and service headquarters at 4490 Cass Ave. as the Strelinger-Copeland Company. He had been connected with Chrysler and its predecessor, the Maxwell company, for five years.

CHRYSLER TO SPEAK

Minneapolis, May 12.—Walter P. Chrysler, president of the Chrysler Motor Car Company, has been secured as the principal speaker for the sixth annual University of Minnesota school of business banquet to be held on the campus May 13.

New Car Sales in Cleveland Gained 42% in 4 Months

Cleveland, May 12.—Total sales of new cars in Cleveland and Cuyahoga county during the first four months of 1926 aggregated 12,983, as compared with 9,115 during the same period a year ago, according to new car bills of sale filed with County Clerk Wallace.

This remarkable sales record by Cleveland automobile dealers was hung up despite one of the worst spring sales seasons in years, due chiefly to the backward weather. New car sales in April showed an increase of 30 per cent. over sales for April, 1925. The comparisons for the first four months of each year are:—

	1926	1925
January	1,727	1,053
February	2,164	1,295
March	3,565	2,564
April	5,527	4,203

The compilation was made by Herbert Buckman, secretary of the Cleveland Automobile Manufacturers and Dealers' Association.

Dealers handling some of the popular-priced cars have been virtually swamped with orders during the last week, when warm weather was ushered in on the heels of a sharp cold spell. Ford, Chevrolet and Dodge dealers reported orders had swamped their facilities for immediate deliveries.

Ford—Elf Motor Company, Earl H. Painter, sales manager: "Sales for the first ten days of the month are 25 per cent. better than the same period in 1925, after a brisk business in April, in which 300 cars were delivered. The used-car market is improving, seventy sales having been made the first ten days of month."

Chevrolet—Chevrolet Motor Company, C. L. Garner, sales manager: "We have been swamped with orders during the last ten days and are now facing the possibility that we will not be able to obtain sufficient cars to meet deliveries. Nice weather of the last ten days has brought out buyers for the first time this spring. May business will go 40 or 50 per cent. better than last year. Business thus far this year is about 30 per cent. better than a year ago."

Buick—Ohio Buick Company, J. V. Rowan, sales manager: "Business the first ten days of May was just about 100 per cent. better than the same period a year ago. A shortage has developed in some of the sport models, but sufficient cars are on hand to meet deliveries in standard models. The used-car business is not picking up as well as it should. Buyers are taking the better class of used cars."

Studebaker—Studebaker Corporation, Ed Parker, sales manager: "Business is just 100 per cent. better than in April and about 10 per cent. better than a year ago. Used-car stocks are low, with spring weather helping sales."

Dodge—Barnes Motor Company: "Business is almost 100 per cent. better than a year ago, with 626 sales in April and 106 already recorded this month. Used car stocks are well cleared out, because of company's cash appraisal policy."

Packard—Cleveland-Packard Company, C. M. Flak, sales manager: "Business thus far in May has been spotty. April sales were good, despite poor weather, with sales nine units under the sales for April, 1925."

NEW MINNEAPOLIS FIRM FOR WILLYS-KNIGHT LINE

Minneapolis, May 12.—Organization of the Minneapolis Willys-Knight Company as new distributors of Willys-Knight cars in Minneapolis has been announced by Claude Paxton, Twin Cities branch manager. The company will continue the sales and service at 1201 Harmon Place, where the Reilly-Craig Company formerly conducted the business. Involuntary petition of bankruptcy has been filed against the Reilly-Craig company.

M. P. Lamoureux, director of the Metropolitan National Bank, is president of the new company, E. J. Johnson, for eight years sales manager and R. E. Olson secretary, is vice-president and general manager. Grant Sloan is sales manager and R. E. Olson, secretary-treasurer. Associate dealers in Minneapolis are the Broadway Motor Company, Martinson Bros. & Osborn, Inc.; Oak Automotive Company, Transit Motor Sales Company and Speed Motor Company.

Chevrolet Dealers In L. A. Have Meet

Los Angeles, May 12.—The regular monthly meeting of Los Angeles Chevrolet dealers and their salesmen was held recently with Chevrolet Motor Company officials in attendance.

A banquet was tendered the 125 salesmen through the courtesy of the Chevrolet Motor Company and the local dealers. The program included demonstrations of the proper method of presenting the various sales points of the Chevrolet to the prospective customer. Plans were made at this meeting for holding a school for Chevrolet salesmen during the two weeks from May 10 to 24.

At the meeting H. J. Klingeler, assistant general sales manager of the Chevrolet Motor Company, delivered a short address to the guests. An address was also given by James L. Dixon, sales manager of the J. V. Baldwin Motor Company, on "Things I Would Do If I Were a Retail Chevrolet Salesman."

Awards were made to the three Los Angeles salesmen who sold the greatest percentage of their quota during the month. They were H. Cain, S. L. Willis and Ray Rice. Louis M. Dreves, Chevrolet zone manager for southern California, presided at the meeting.

Moon Sales Building, New Orleans



New Orleans, May 12.—Excellent showroom facilities have been provided in the new building of the Moon Sales Company here, of which Marshall Burke is manager.

The building is of concrete and steel construction, faced with red brick and trimmed in stone. Plenty of light by day or night for the showroom space is assured by the large plate glass windows and electric lighting arrangement.

Manager Burke believes in utilizing all available space for display purposes and has the knack of arranging the Moon and Diana models to the best advantage on his floor without crowding them.

A comfortable waiting room with easy chairs and magazines on the tables is provided in the service department, in case owners' wants cannot be attended to at once. This room is kept clean and attractive, says Burke, and has resulted in an increasing number of satisfied Moon and Diana owners.

TAKES LONG LEASE

Columbus, O., May 12 (U. T. P. S.).—The Columbus Buick Company, central Ohio distributor for the Buick, of which J. O. McDonald is general manager has purchased a 99-year lease on the salesroom and service station which has been occupied by the company for the past twelve years. The acquisition of the property will enable the company to make many improvements and extensive remodeling will be undertaken in a short time. The lease was taken on a valuation exceeding \$100,000.

CUT PARK FEES

Oakland, Cal., May 12.—The motor entrance fee to Yosemite Valley has been reduced from \$5 to \$3, it was announced last week. The fee paid entitled holder to enter the park any time during the year as often as he chose.

WILLYS-OVERLAND EXPANDS IN N. W.

Seattle, May 12.—With two distinct factory branches in the Pacific Northwest, one at Seattle and one at Portland, Ore., the Willys-Overland Pacific Company is one of two major motor car manufacturing organizations to have adequate direct representation in this territory.

The retail buildings here are a tribute to the modern method of merchandising automobiles. The same condition is true in Tacoma, where the new building of the Manley Motor Company has only recently been opened. In Everett, Bellingham, Olympia and in all the buying centers of western Washington the dealer in Overland and Willys-Knight motor cars is one of the leading motor car merchants of his community.

All shipments of cars and service and replacement parts from the factory to the territory controlled by the Willys-Overland Pacific Company are handled directly through the branches in Portland and Seattle. This gives the dealer the advantage of a co-ordinated effort to bring him cars on time and to keep his supply of necessary parts up to the highest pitch.

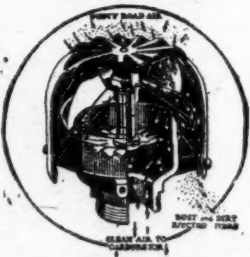
The new branch building here has been designed to afford the maximum in service and sales facilities both to owners and to car dealers who come here. It also houses the retail department of the branch for the city, adding one more retail organization to the representation given by the Dunn Motor Company, the Anderson Motor Company and Hoffman Brothers' Motor Company.

A total of 113,420 square feet of floor space devoted exclusively to the sale and service of Overland and Willys-Knight motor cars in this city is the realization of a dream to give Seattle the finest motor car organization of any city of its size in the country.

New Automotive Equipment

This department is devoted to the newest developments in automobile accessories, replacement parts and shop equipment. Its columns are open to manufacturers, who are invited to submit descriptions and illustrations of their latest products.

AIR CLEANER



The United Manufacturing and Distributing Company, 9705 Cottage Grove Ave., Chicago, is marketing the United air cleaner for removing the dust and foreign matter from the air before it reaches the carburetor. The United cleaner is said to differ from the others in that the air stream passing from the cleaner to the carburetor passes through a turbine, causing the complete rotor assembly to revolve at high speed, throwing the heavier than air particles out against the shell by centrifugal force. The flow of air not passed on to the carburetor is used to eject the dirt particles from the cleaner shell.

"AKRON-HED"

A new overhead valve head for Fords is being made and marketed by the Williams Foundry and Machine Company, Akron, O., under the name, "Akron-Hed." It is designed primarily for pleasure, business and sport cars, and is said to give a tremendous improvement in their operation.

Some of its advantages claimed are increased power, speed and pick-up, but probably the greatest feature is the system employed for valve operation. The valves are said to be operated by annular balls, close packed in grease in seamless operating tubes.

This new system, it is claimed, is extremely quiet—distributing wear over large areas of tubes and balls instead of concentrating wear at three points of the usual rocker arm mechanism. Rocker arms, rocker-arm bearings, rocker-arm ball joints, shafts and stand are, it is said, entirely eliminated, allowing ideal locations for valves and spark plugs.

The retail price is \$67.50.

for Economical Transportation



With a price of \$645; with a beautiful body by Fisher; with the snap and smoothness of Chevrolet's Improved performance; with the up-to-dateness of Chevrolet's modern chassis design and the quality-construction for which Chevrolet is famous everywhere, the Coach provides Chevrolet dealers with the most remarkable closed car value ever offered.

CHEVROLET MOTOR COMPANY, DETROIT, MICH.

Division of General Motors Corporation

Touring - \$510	Coach - \$645	1/2-Ton Truck \$395
Roadster - 510	Sedan - 735	(Chassis Only)
Coupe - 645	Landau - 765	1-Ton Truck 550
		(Chassis Only)

All Prices f. o. b. Flint, Mich.

Q U A L I T Y A T L O W C O S T

DE VAUX RETURNS

Oakland, Cal., May 12.—Norman De Vaux, head of the Durant factory here, has just returned from the fourth round trip to New York since Christmas.

San Francisco, May 12 (U. T. P. S.).—San Francisco will be the headquarters for the northern California division of the newly organized Yellow Drivurself Stations, Inc., according to O. R. Butler, division superintendent. Stations are also being installed in all the other principal cities of northern California.

Houston, Tex., May 12.—H. Williams, city salesman in Houston, of Alemite lubricant, leads city salesmen throughout the entire United States in sales during the first three months of the year, according to reports from Alemite headquarters in Chicago.

Cleveland, May 12.—Despite the fact that general industry here has slackened somewhat, agents for local manufacturers are scouting the East for good toolmakers.

Montpelier, Vt., May 12.—Vermont is making a special drive against defective headlights, especially the practice of running with one headlight active only, and will strive to enlist public co-operation rather than depend upon compulsion. This idea is being set forth at the three-day school of instruction and conference for the inspectors of the Motor Vehicle Bureau now being held at Montpelier.

States.	Ajox	Anburn	Buick	Cadillac	Chandler	Chevrolet	Chrysler	Cleveland	Davis	Diana	Dodge	Elcar	Essex	Flint	Ford	Franklin	Hudson	Hupmobile	Jewett	Jordan	Lincoln	Locomobile	States.
Alabama	7		54	8	3	252	31	6			99		40	8	734	1	14	7				3	Alabama
Arkansas	9		61	12		336	58	1		2	158		55	4	1375	3	29	11	3	2	5		Arkansas
California	264	82	1968	276	92	2452	868	57		11	2402	12	631	69	5498	52	657	246	261	135	128	53	California
Delaware	4		62	9		108	20	4		1	37		57	1	285		11	4	3			2	Delaware
Florida	61	33	779	174	15	1181	421	13		17	678	14	321	26	4765	13	362	210	108	78	89	19	Florida
Idaho	10		97	6	1	330	45	3			140		46	3	676	2	29	16	23				Idaho
Illinois	161	201	1446	181	45	2370	559	80	6	29	1730	40	572	117	5091	33	433	356	125	91	102	31	Illinois
Iowa	29	2	207	14	5	1100	133	5			388		164	17	2836	1	57	30	23	3		3	Iowa
Kansas	22		231	14	3	508	127	8		3	285		171	4	1907		80	34	13			5	Kansas
Maine	3		36	6	3	35	8	1			29		31		101		13	2		2	2	3	Maine
Mass'setts	38	22	371	47	32	371	293	9		4	380	1	437	12	1901	12	220	44	24	24	9	15	Mass'setts
Michigan	86	13	1646	174	22	2272	654	38		9	1315	8	1219	86	6642	8	610	137	69	40	45		Michigan
Minnesota	50	10	565	14	7	1466	170	2		1	481	3	412	19	2986	9	109	91	41	16	5	3	Minnesota
Missouri	47	20	705	70	41	2629	294	75		28	947	1	561	36	8069	10	260	162	108	13	31	3	Missouri
Montana	16		93	1	8	194	57	13			96		31	18	305	1	22		15				Montana
N. Hampsh.	2	1	80	4	6	77	20	8			35		53	1	253	1	25	6	3				N. Hampsh.
N. Dakota	26		158	1	1	591	95	10			149		59	3	1583		24	26	11	1	1		N. Dakota
N. Mexico			37	1		71	22				49		2	1	250			2			1		N. Mexico
Oregon	25	3	184	22	4	462	109	6		1	239		144	4	1026	15	66	24	29	4	8		Oregon
Penn'vania	142	80	1679	174	92	3015	800	77		24	1636	17	739	90	5526	43	519	239	188	113	39	24	Penn'vania
Rh. Island	9	6	154	20	4	123	91	2		7	124	9	57	5	306	2	54	17	13	7	4	2	Rh. Island
S. Carolina	4		69	16	3	337	99	2		1	140		89		1408	3	45	12	15	3	1		S. Carolina
So. Dakota	14		71	1	4	255	45	4			94		53	3	805	1	19	31	16				So. Dakota
Utah	10		99	12	6	168	54			5	123		67	6	375	1	27	16	16	2	1		Utah
Vermont	1																						

State	Ajax	Auburn	Bulck	Cadillac	Chandler	Chevrolet	Chrysler	Cleveland	Davis	Diana	Dodge	Elcar	Essex	Flint	Ford	Franklin	Gardner	Gray	Hudson	Hupmobile	Jewett	Jordan	Kissel	Lincoln	State
Illinois	155	132	1896	209	51	2975	710	77	2	19	1982	55	876	60	6224	28	43		441	364	112	100	30	121	Illinois

	Ajax	Auburn	Buick	Cadillac	Chandler	Chevrolet	Chrysler	Cleveland	Davis	Diana	Dodge	Elcar	Essex	Flint	Ford	Franklin	Gardner	Gray	Hudson	Hupmobile	Jewett	Jordan	Kissel	Lincoln	
January	881	380	12599	1465	839	21997	6371	759	11	153	10281	94	5545	756	87097	352	*21	*7	4241	2530	1601	666	*45	494	January
February	898	403	9529	1198	382	20149	4988	803	*12	114	10835	75	5582	639	60437	240			3378	1765	1171	538	*24	385	February
Total	1779	783	22128	2663	1221	42146	11359	1262	23	272	21116	169	11217	1395	147,534	592	*21	*7	7619	4295	2772	1204	69	879	Total

The Connecticut, New Jersey and Nevada figures for January are not available. Connecticut, Georgia, Nebraska.

The Connecticut, New Jersey and Nevada figures for January are not available. Connecticut, Georgia, Nebraska, 1

Tire Dealer Makes Good by Repairs

Akron, O., May 12.—A certain tire dealer with no more than the ordinary facilities has made his service outstanding in his city, says the Miller Rubber Company.

The dealer mentioned has put his service repair shop in the front of his building in plain sight. It is kept clean and neat as a modern machine shop. He has advertised his service facilities extensively.

He has invited people in to watch the process of tire repair and vulcanization. In his advertisements in the local papers he has run what he calls editorials in which he explains his service and tells why he is able to increase tire mileage for users in almost every case.

He has built up for himself a large clientele and whenever tire users in that city think of tire repair they think of his store. His repair department is profitable and he has the opportunity of selling tires to all his repair customers, who are in a receptive frame of mind, due to his high-grade repair work.

BALTIMORE & OHIO MAY RUN BUSES INTO N. Y.

Baltimore, Md., May 12 (U. T. P. S.).—A plan to afford motor-bus transportation into central Manhattan for passengers going to New York on the Baltimore & Ohio Railroad after the company changes its terminal to Jersey City is under consideration, it has been announced here by Daniel Willard, president of the company.

The Baltimore & Ohio will discontinue the use of the passenger terminal of the Pennsylvania Railroad in New York city on September 1. Thereafter the company's trains will disembark passengers at the terminal of the Central Railroad of New Jersey in Jersey City. Ferry lines are provided from this point by the Central Railroad of New Jersey, which connects with Liberty Street and 23d Street.

ADD SIX BUS LINES

Philadelphia, May 12.—Trolley service to the Sesqui-centennial Exposition grounds is to be augmented by six bus lines, ordinances authorizing the service having been approved by City Council. The ordinances call for an extension of the trolley system to the exposition site and the erection of a loading and unloading terminal depot for bus traffic.

Transportation Co. Orders 40 Buses

Boston, May 12 (U. T. P. S.).—The New England Transportation Company, subsidiary of the New York, New Haven & Hartford Railroad, operating the bus lines of the system, has just placed an order for forty new buses. These will cost on an average of \$9,000 each, and will carry twenty-seven to twenty-nine passengers.

Thirty of these cars will be made by the Yellow Cab Company of Chicago and the other ten will be White buses. The Yellow Cab buses will be operated in Connecticut and the Whites in Massachusetts. The company now has 126 buses running on thirty-three routes. During last week six Pierce-Arrow buses were placed on the new Boston-to-Providence route.

The extensive real estate development on Cape Cod will result in the transportation company opening up several new bus lines, and within a very short time they will be in the market for more buses to cover these new routes.

On Monday five new bus routes will be opened by the company on the Cape, local licenses having been secured from all the towns.

TEXAS COMMISSION HOLDS BUS HEARINGS

Austin, Tex., May 12.—With data at hand from reports made out by 646 operators, the state Railroad Commission on May 7 and 8 conducted hearings here on matters pertaining to motor bus regulation and legislation.

Under a ruling of the attorney general such lines are common carriers, and come under the jurisdiction of the commission. That body is seeking legislation to present to the Legislature next January. The data revealed that there are thirty-three lines for "passenger only" service, twenty-three that haul passengers and packages and 137 operators who had no schedule of rates or classification. There were 376 operators reporting 662 trucks hauling an average of 34,399,000 pounds monthly. Thirty-three operators reported carrying no property insurance.

NEW MOTIVE PLANT

Little Rock, Ark., May 12.—The Davis Rubber Company of Missouri has secured a site at Picon, seven miles from here, and will install a plant. It will manufacture automobile accessories, and re-tread and vulcanize tires, employing forty men.

Truck and Bus Sales in Boston Show Gain of 40%

Boston, May 12.—Truck and bus dealers and distributors in Boston registered an average increase in sales during April of more than 40 per cent, compared to the same month last year. Every dealer interviewed reported increases in business of from 25 to 75 per cent, last month, with May starting well.

The truck and bus men found adverse weather conditions a bad feature in their month's business as far as deliveries were concerned. The same factor reacted unfavorably on sales to a certain extent, but the increases that were made despite this opposition proves, executives say, that this is a buying spring.

Some firms reported their April business in excess of that done in March, while in other cases the reverse was true. During the latter month, 50 per cent, more Mack trucks were sold in Boston than in any other month in the company's history.

Upon one point all are agreed, and that is that the current month is opening up with unexpected strength in sales that will certainly be continued unless something unforeseen occurs. Every dealer is planning for a record month. Sanford is already 25 per cent, ahead of last year at the end of the first week.

The Brockway Motor Truck Corporation reports one of the best months in the history of the company for April, with an increase of 25 per cent, in registered sales. This percentage applies to both light and heavy duty trucks. The same month led the previous month by a substantial margin. May is starting off normally, and should at least equal, if not exceed, May of last year.

A very good month is reported by the Garford Motor Truck Company, Inc., with sales of commercial trucks ahead of last year. Due to the weather conditions, this company is about six weeks behind on its deliveries.

Motor Transportation Competitive in St. Paul

St. Paul, Minn., May 12.—Tractor and motor truck sales dealerships are entering into active competition in this city as result of scheduled motorization by railroads of short-haul and less-than-carlot freight shipments.

Within the next year the railroads will bring into existence huge fleets of freight trucks and tractor-hauled trailers, according to plans recently outlined at a meeting of the Transportation Club, and motor companies are actively trying to "line up" this business.

In addition, the consolidation of many motor truck freight lines outside of St. Paul and prospective granting of state operating permits for more than 6,000 miles of motor truck freight service have been a decided spur to business.

The outlook for Mack never was brighter, according to William F. Sallor, sales representative. In this opinion representatives of Federal, G. M. C. and International concur, stating that expansion of both motor truck and motor bus service in Minnesota, while remarkable during the last year, is due for a still greater advance.

REGISTRATION STATISTICS

Company, Detroit, Mich. Figures from several states are not available at this time.

States.	Marmon	Moon	Nash	Oakland	Olds-mobile	Overland	Packard	Paige	Peerless	Pierce-Arrow	Pontiac	Reo	Ricken-backer	Star	Stude-baker	Stutz	Velle	Wills-St. Claire	Willis-Knight	Miscellaneous	Totals	States.
Alabama			9	1	10	22	7	1			1	1		9	16				3	2	1349	Alabama
Arkansas		1	33	16	31	59	4	2	1		9	2	2	115	47				17	2	2465	Arkansas
California	64	38	831	441	286	382	276	168	86	46	253	82	48	935	1130	24	19	13	305	156	21797	California
Delaware	1		26	12	1	38	11			1	17	1		8	29			1	13	2	769	Delaware
Florida	30	13	375	203	133	259	108	23	45	20	14	25	14	144	317		7	12	108	17	11244	Florida
Idaho			48	31	64	99		10			24		2	146	45	1	2		15	10	1924	Idaho
Illinois	36	65	777	374	255	603	223	142	64	30	176	147	50	389	633	31	53	17	227	49	18214	Illinois
Iowa	2	2	74	31	44	183	19	11	3		41	15	8	201	62	1	13	1	38	7	5773	Iowa
Kansas	1	2	62	68	36	122	11	7	5	1	33	8	1	156	69			1	19	3	4020	Kansas
Maine	1		7	5	4	9	3	1	1		2	1		1	10		1		5		326	Maine
Massachusetts	7	3	170	42	54	87	67	19	29	14	34	62	11	34	128	5	15	7	31	24	5109	Massachusetts
Michigan	13	8	455	433	339	403	122	108	40	5	346	97	33	366	362	13		11	84	24	18355	Michigan
Minnesota	1	12	173	140	183	372	26	20	3	4	89	16	5	138	197	4	15	4	49	18	7929	Minnesota
Missouri	16	92	312	205	199	512	54	20	39	9	60	37	29	403	300	6	25	4	121	104	16657	Missouri
Montana			44	16	43	43	2	3			6		2	60	41				7	1	1141	Montana
New Hampshire			25	16	5	20	6	4	2	1	4	5		1	25	1			2	2	695	New Hampshire
N. Dakota			41	26	84	156	2	6			25			124	43				11	6	3263	N. Dakota
N. Mexico			1	1	12	3	1					1		34	12						501	N. Mexico
Oregon	1	8	57	78	83	116	18	17	1		48	1	7	200	108	1			38	16	3173	Oregon
Pennsylvania	35	26	842	531	290	728	240	127	98	51	178	51	35	467	659	17	14	17	260	74	19996	Pennsylvania
Rh. Island	3	14	45	31	18	24	25	12	8	3	16	12	1	33	67				9	17	1363	Rh. Island
S. Carolina			31	8	20	33	6				7	4		39	38				3		2436	S. Carolina
So. Dakota			34	13	44	114	2				4	3		38	20	1			2	3	1694	So. Dakota
Tennessee		6	45	15	77	82	13	4		2	5	1	5	60	40	1			15	1	1360	Tennessee
Vermont			11	5	2	11	5			2	3			5	4						295	Vermont
Virginia	2	2	50	23	42	91	13	6	3		9	11	2	71	76	3	1	26		13	3849	Virginia
Wash. D. C.	4	3	175	74	137	164	45	13	3	3	39	6	7	211	179	4	8		45	15	4917	Wash. D. C.
W. Virginia	1		21	14	9	22	2	6	3	2	5	2	2	33	25	2		1	9	7	806	W. Virginia
Wisconsin	3	11	300	108	164	341	20	31	13	4	51	14	4	131	144	6	4	6	83	54	7149	Wisconsin
Wyoming			33	8	22	23	3	1			8		1	34	16				5	1	763	Wyoming
Dis. of Col.	11	4	104	54	23	22	32	7	23	1	40	16	1	8	48	4	3		25	7	2013	Dis. of Col.
Total	232	310	5211	3022	2770	5143	1361	769	470	199	1547	621	270	4585	46612	125	190	120	1549	635	171,387	Total

returns not in.

REGISTRATION STATISTICS

L. Polk Company, Detroit, Mich. Illinois is the only state ready at this time.

State	Loco- mobile	Marmon	Moon	Nash	Oakland	Olds- mobile	Overland	Packard	Paige	Peerless	Pierce- Arrow	Pontiac	Reo	Ricken- backer	Star	Stude- baker	Stutz	Velle	Wills St. Claire	Willys- Knight	Miscella- neous	Total	State
Illinois	24	35	30	779	451	249	552	247	141	65	42	233	109	41	387	596	32	52	30	418	100	21,176	Illinois

ARY AND FEBRUARY

	Locomobile	Marmon	Moon	Nash	Oakland	Olds- mobile	Overland	Packard	Paige	Peerless	Pierce- Arrow	Pontiac	Reo	Ricken- becker	Star	Stude- baker	Stutz	Velle	Wills Ste Claire	Willys- Knight	Miscella- neous	Totals	
January	182	253	315	4929	2878	2434	6382	1388	129	473	265	39	623	363	4324	4958	46	200	105	1828	1212	193,460	January
February	133	190	287	4229	2410	2149	4694	980	415	416	195	615	491	288	3654	3931	44	195	97	1414	867	151,225	February
Total	315	443	602	9158	5288	4583	11076	2368	544	889	460	654	1114	651	7978	8889	90	395	202	3242	2079	344,685	Total

Idaho, Nevada, New Jersey and Tennessee figures for February not available at this time. *Complete returns not in.

WISE
ACORN NUTS

BETTER—
—COST LESS.

WRITE FOR SAMPLES

WISE INDUSTRIES
1033-43 Mt. Elliott
DETROIT, MICH.

Automotive Daily News

Of, By and For the Entire Automotive Industry

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Fuel Dopes

FOR many years the United States Bureau of Standards in Washington has made a practice of testing fuel dopes, of which many hundreds have from time to time been placed upon the market. Almost all of these alleged energizers have been proved to be utterly useless. In some cases they are worse than that, actually working harm to the engine without in any way increasing its power output.

Recently the Bureau of Standards completed another of its periodic tests of fuel adulterants, with the usual result that practically all these agents for aiding engine performance were found to be good for nothing. At the same time the bureau called attention to the fact that this condemnation of fuel dopes did not include "mixed commercial gasoline sold by reputable dealers, which actually does contain ingredients beneficial to automotive operations."

This means, of course, ethyl gas and similar products that have been proved to assist engine operation. Before the era of these beneficial adulterants, condemnation of the whole class was so general that there is danger of the dealer finding customers who do not understand the real value of a certain few fuel dopes of recent vintage. The dealer should be prepared to confute any doubts of this sort that may crop up.

A Valuable Decision

JUSTICE FREDERICK L. SIDDONS of the Supreme Court of the District of Columbia recently handed down a decision that is of interest to every automobile dealer in the country. Justice Siddons held that there is nothing in the present prohibition act which permits the mulcting of an innocent car owner, whose vehicle has been used for transporting illicit liquor.

In the specific case under advisement, a Washington automobile dealer had sold a car for \$1,000, of which \$250 was paid in cash, the balance being taken in notes. The car was seized by prohibition agents and the government sought to collect costs of seizure, storage and condemnation proceedings, before it would restore the car to the company, which still owned the greater part of it. By Justice Siddons's decision the car was returned to its original seller without costs. This decision may be invoked as a precedent in any court under similar circumstances, and dealers all over the country should know of it, as it substantially protects them in rights that never should have been questioned.

You Never Can Tell

TWO or three years ago the roadster was a body model that seemed destined for eventual extinction. The two and three passenger jobs never had been very popular. The American family was too large to get any great nourishment from this limited accommodation. Manufacturers were careful not to make too many roadsters or runabout models.

Then suddenly the tide turned. Closed models began to surpass open models in popular affection. The sedan displaced the touring car as the standard model, but while this was going on the roadster suddenly registered a most amazing comeback. Instead of the unconsidered orphan, it became the one open model that was still popular. Every one wanted a roadster. The youth of the nation hailed this as its own. Manufacturers began turning out snappier looking roadster models and the vogue increased accordingly. Today the roadster model has made many two-car families. Instead of one bus to furnish transportation for the whole outfit, these family groups now divide their transportation into units suited to their various ages, tastes and conditions of servitude.

All of which proves that an automobile model may be down, but it is never out!

BLAMES DEALERS FOR SLOW SALES

Duffield Says Lack of Solicitation Results In Sales Losses

Cleveland, May 12.—J. E. Duffield, representing the Automotive Equipment Association of America, came to town one day last week and drove about all morning in a battered car, which cried its need for every sort of an accessory from a valve cap to a motometer and a new tire. He bought just 15 cents worth of goods and that sale was not solicited.

Thereafter, Duffield appeared before the Cleveland Automobile Manufacturers' and Dealers' Association at a luncheon at the Hollenden Hotel, and told them about it, urging methods which would stir up accessory sales into one of the major factors of a dealers' business.

Duffield staged his spectacular stunt to drive home his arguments as to the tremendous possibilities for profit which exist in accessory sales.

"In my whole morning's trip I was not solicited to buy a cent's worth of accessories, and yet dealers complain that accessories can't be sold," Duffield declared. "You can sell them if you see the possibilities."

"The car I drove needed new valve caps, had a flat spare tire, a broken motometer, lacked front and rear bumpers, a windshield wiper, and a rear vision mirror. All I bought in my morning's tour of the city was a gallon of oil, though I gave the attendants at each place I stopped every opening to sell me."

"In one store I stood in front of a road map display and asked the road to Toledo. Three men argued as to which was the best way. None offered to sell me a map."

"In another store I borrowed a tire gauge, and they asked which I needed and then loaned it to me. No one offered to sell me one."

"A mechanic noticed my motometer was broken, because he had to fill my radiator. He suggested I ought to have a new one, but neither he nor the salesman offered to sell me one. I needed a pair of pliers, but they loaned me a pair."

"I bought oil and dirtied my hands. I asked to buy a wiping rag. They gave me one."

"I told one salesman I had lost my motometer and an alemitte fitting and 'supposed I could buy one in Toledo.' He 'supposed so.'"

"Yet you are complaining that you can't sell accessories. I'll bet you dealers, after all your costs are deducted, didn't make more than 5 per cent. on your car sales last year, yet you can make 25 to 33 per cent. on accessory sales."

"I bought five railroad tickets last week and four of the five times I was solicited to buy accident insurance. I bought a tube of shaving cream and the salesman wanted to sell me a razor. That's salesmanship."

"You complain about cars coming through fully equipped. The car manufacturers haven't taken your profits and won't. If they attempt to sell you fully equipped cars, don't buy them. Insist on your accessory profits."

"Here is the field which is open to you. There are 28 cars which lack clocks when they are delivered, 21 which lack motometers, 43 which lack spotlights, 22, rear vision mirrors; 35, cigar lighters; 18, stoplights; 14, windshield wipers; 18, shock absorbers; 31, bumpers, and 31, heaters. You can sell the owners who buy these cars if you're on the job."

SHELL BUYS 200 ACRES

San Francisco, May 12.—Shell Company of California (Shell Union Oil Corporation) has purchased 200 acres at Coalinga for \$1,000,000 with net production of 500 barrels low gravity oil daily.

MIRRORS OF MOTORDOM

W. C. DURANT is generally known as the father of quantity production in the automotive industry. He formed the General Motors group in 1908, lost control later, regained it in 1915, at which time he formed the \$80,000,000 Chevrolet Motor Company. Mr. Durant organized the Durant-Dort Carriage Company in 1886 and stepped into the automobile field nine years later by organizing the Buick Company. He is now president of Durant Motors.

GENTLEMEN, meet the father of quantity production, W. C. Durant.

Had it not been for this pioneer in output, the automobile business might have been held back ten

which made the eyes of his competitors bulge—and put millions in their pockets.

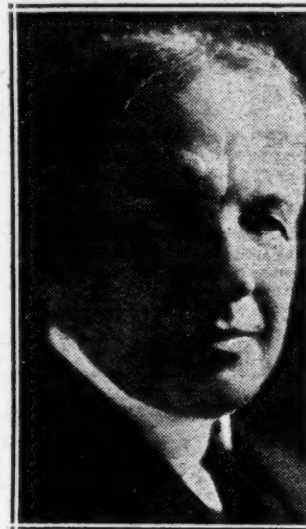
In 1861, Boston gave this automotive president to the nation; but as he was the grandson of Gov. H. H. Crapo of Michigan it wasn't long before he found his way back to the land of the wolverine.

Mr. Durant founded the Durant-Dort Carriage Company in 1886 (in partnership with the late J. Dallas Dort), and stepped into the automobile picture nine years later, organizing the Buick company. In 1908 he formed the General Motors group, buying Cadillac, Oakland, Olds, and Northway.

He lost control of this combination for a while, but regained it again in 1915, at which time he also formed the Chevrolet company, an \$80,000,000 corporation.

Another change in control took place in 1920, and in 1921 he organized the Durant company, which manufactures Locomobile, Flint, Star, and other products.

One of the chief characteristics for which Mr. Durant is noted is his infinite capacity for hard work. His business is also his avocation. From early in the morning until midnight he is at his offices working on the many plans of his vast organization. In spite of this concentration on business he has a host of friends, and many loyal associates who hold for him a deeper regard than that enjoyed by



WALTER C. DURANT

years, making jobs on a small-scale basis. But Durant, fresh from the experience of making and selling 150,000 buggies a year, came into the motor business with ideas

FORM COMMISSION FOR TRAFFIC IMPROVEMENT

Kansas City, May 12.—A semi-official commission to study and, with technical assistance, work out a five-year program for the improvement of traffic conditions, was the plan outlined to the Kansas City Safety Council by Miller McClintock, Los Angeles traffic expert, tonight.

"Traffic conditions never will be solved with the factors that bring them about increasing," McClintock declared, "but they can be improved

with proper control of pedestrian traffic, removal of street obstructions and scientific regulatory measures."

McClintock, who is director of the Albert Russell Erskine bureau of street traffic control of the University of California, director of the Chicago traffic survey and traffic consultant to the Los Angeles commissioners, asserted that the minimum economic loss from traffic conditions in Kansas City is \$25,000 a day. The conditions in Chicago, he said, cause a \$600,000 daily increase in the cost of living.

Coming Automotive Events

MAY

- 12-13—Galveston, Tex., Tenth annual convention of the Texas Automotive Dealers' Association.
- 13-15—Detroit, Mich., American Gear Manufacturers' Association, tenth annual convention, Book-Cadillac Hotel.
- 16-20—Geneva, Switzerland, Third Annual Automobile and Motorcycle Exposition.
- 10-14—Washington, D. C., Chamber of Commerce of United States, fourteenth annual meeting.
- 21—Chicago, Ill., Automotive Manufacturers' Association meeting.
- 21-23—Los Angeles, Cal., Tenth annual Los Angeles-Curry Camp economy run.
- 25—Buenos Aires, Argentina, Argentine Rural Society, International Exhibition of Roads, Transport and Touring; Show Grounds, Palermo.
- 28—Lima, Peru, First Peruvian Automobile Show.
- 31—Indianapolis, Ind., 500-Mile race.
- 31—Pittsburgh, Pa., American Automobile Association race, Monongahela track.

JUNE

- 1-4—French Lick Springs, Ind., Semi-annual national meeting of the National Society of Automotive Engineers.
- 12—Altoona, Pa., American Automobile Association race.
- 7-12—Santa Monica, Cal., United States Good Roads Association, fourteenth annual convention.
- 7-12—Santa Monica, Cal., Bankhead National Highway Association, tenth annual convention.
- 7-12—Santa Monica, Cal., United States Good Roads Show.
- 8-10—Detroit, Mich., American Body Builders' Association, convention, Hotel Statler.
- 12-13—Le Mans, France, Rudge-Whitworth twenty-four-hour stock car race.
- 16-18—Philadelphia, Pa., Society of Industrial Engineers, thirteenth national convention, Bellevue-Stratford.
- 14-16—Montreal, Canada, Automotive Equipment Association meeting, Mount Royal Hotel.
- 20-25—Spokane, Wash., Washington Automotive Trades Association, annual convention.
- 25—Chicago, Ill., Automotive Manufacturers' Association meeting.
- 26—Laurel, Md., American Automobile Association race.
- 27—Marseilles, France, French Grand Prix race, Miramas track.

JULY

- 5—Salem, N. H., American Automobile Association, race.
- 17—Atlantic City, N. J., American Automobile Association, race.
- 12-15—Fargo, N. Dakota, Automobile Show.

AUGUST

- 3-6—Denver, Col., Denver Post, outdoor automobile show.

SEPTEMBER

- Milan, Italy, Fifth International Road Congress.
- Prague, Czechoslovakia, Automobile Show.
- 6—Altoona, Pa., American Automobile Association, race.
- 25—Salem, N. H., American Automobile Association, race.

OCTOBER

- 7-17—Paris, France, Automobile Salon at Grand Palais.
- 31-30—Olympia, London, Automobile Show.

Dealer Activities

BUYS INTEREST IN VELIE SCHENECTADY DEALERSHIP

Schenectady, N. Y., May 12.—An interest in the automobile business of Peter V. Becker, Velie dealer, and proprietor of the garage at 1347 Broadway, has just been purchased by Clinton W. Sager, sub-dealer for the Overland and Willys-Knight automobiles, with salesrooms at 62 Bratt St. Mr. Becker will remain with the business, but will take a less active part in it. Under the terms of the contract, William E. Hornbeck, service manager, will be retained as a member and manager of the concern.

NEW FORD DEALERSHIP IN OAKLAND, CAL., PROSPERS

Oakland, Cal., May 12.—Cliff Adams, who has just been added to the local list of Ford dealers, reports a large sales total during his first month in business. The dealership opened here last month on Telegraph Avenue, in a new sales and service building. Fred Heusel is manager of the service department and C. E. McNeill is in charge of the parts division.

NEW CHRYSLER DEALERSHIP OPENS IN EUGENE, ORE.

Eugene, Ore., May 12.—A new Chrysler dealership has just been opened here under the management of C. Dwight Brown, formerly of Portland. With Mr. Brown is associated J. W. Michael, who at one time had the Chrysler dealership here.

DEALERSHIP CHANGES HANDS IN MONTICELLO, ARK.

Monticello, Ark., May 12.—Jordan & Adams have bought the Oldsmobile dealership recently opened here by the Warren Automobile Company.

NAPIER BROS. OPEN MOON AND DIANA DEALERSHIP

Springfield, Mass., May 12.—Lloyd and Charles Napier, Jr., have organized as Napier Brothers and have taken the Moon and Diana franchise for this territory, with a salesroom at 595 Main St. They are the sons of Charles Napier, owner of the Franklin-Napier Motors, Inc., of Springfield, who is sponsoring the new firm.

CHEVROLET DEALERSHIP ADDED IN JERSEY CITY

Jersey City, N. J., May 12.—The Lanning Automobile Company at

Obituary Notes

WILLIAM C. ROWLEY

Pasadena, Cal., May 12.—William C. Rowley, for many years a winter resident in this city and former vice-president of the Federal Truck Company of Detroit, died last week at his home here, following several weeks' illness.

NELSON B. O'CONNELL

Sioux City, Ia., May 12.—Nelson B. O'Connell, prominent for many years in the automobile business in Sioux City is dead here. Mr. O'Connell had been sick for more than a year.

340 Montgomery St., this city, has been appointed a Chevrolet dealer.

NEW BRANCH FOR SECOND AUTO ROW IN OAKLAND

Oakland, Cal., May 12.—Oakland's second auto row on East 14th Street is growing rapidly, as one by one the larger dealers establish branches there. H. E. Rowell, one of the oldest and most widely known automobile men in the East Bay district, has just opened an Oldsmobile and Peerless sub-dealership in a new building at 3915 East 14th St. R. H. Allen is in charge of sales at the new establishment.

Personal Items

COOK SERVICE MANAGER

Boston, May 12.—W. S. Cook has just been appointed manager of the service department of the Central Star Automobile Company, distributor of Star cars, according to an announcement by President A. H. Sowers. Mr. Cook has had ten years experience in the service department of one of the largest distributors of automobiles in Boston.

ALLEN AND HUNN WIN

Springfield, Mass., May 12.—E. N. Allen and Fred L. Hunn, salesmen for the Williams Motor Sales Company, Dodge dealer here, have won prizes for 100 per cent. co-operation and for the quality of their suggestions for sales promotion. This was a countrywide competition for the Dodge company, and these two local men were the only ones east of New York to win.

WALKER WITH OIL COMPANY

East Moline, Ill., May 12.—G. L. Walker, formerly vice-president of the Root & Vandervoort Engineering Company, automobile manufacturer, has been appointed purchasing agent for the Illinois Oil Company, Rock Island.

NORTHCUTT SALES HEAD

San Francisco, May 12 (U. T. P. S.).—R. M. Northcutt has just been named retail sales manager of the Paige Company of northern California, according to Owen McCusker, president of the company. Mr. Northcutt has held a prominent position in the industry in Los Angeles for the last year, but previously was identified with the Cadillac and the Peerless organizations in San Francisco.

SANDBERG ZONE MANAGER

Minneapolis, May 12.—L. P. Barnes, sales manager for the Chevrolet Motor Company, distributor, announces the appointment of Arthur Sandberg as manager of the zone four office in Minneapolis. Mr. Sandberg has been connected with the Chevrolet organization here, at Norwood, O. and Jacksonville, Fla.

BRYANT VISITING DETROIT

Oakland, Cal., May 12.—George Bryant, head of the United States Advertising Corporation on the Pacific Coast, is absent from his headquarters at the Willys-Overland distributing plant here, on a trip to Toledo.

Incorporations

ILLINOIS

Springfield, May 12.—New automotive concerns incorporated here are:—Crescent Distribution Company, 3328 Irwin St., Chicago, 100 shares no par value; buy, store, refine and deal in oils, raw materials and minerals; C. D. White, Arthur Wolf, B. Glander.

Illini Oil Company, Perry Building, Marion, \$10,000; buying, selling, storing petroleum products, etc.; Maude Morrison, F. E. Morrison, L. G. Morrison.

The Union Oil Company, 609 6th St., Charleston, \$36,000; Albert G. Frommel, John M. White, Norman S. Starr, John L. Carr, Arthur Jobe; deal in, sell and dispose of oil and gas leases and the products therefrom.

Arthur & Fitzer, Inc., 579 South Chicago Ave., Chicago, \$10,000; Alfred O. Arthurs, Edward H. Fitzer, Raymond J. Matthews; deal in automobiles, auto parts, auto accessories, tires and tubes, etc.

Commerce Battery Company, 2733 Indiana Ave., Chicago, \$10,000; Fred A. Clawson, Harold C. Landgren, Charles H. Berlien; manufacture and deal in goods, wares and merchandise of every class and description.

Citizens Tire Company, Inc., 3501 Irving Park Blvd., Chicago, \$10,000; buy and deal in tires, tubes and accessories and other supplies; J. F. Niemann, G. W. Stephens, P. H. Ober.

Evans Motor Car Company, 76 North Brainerd Ave., La Grange, \$25,000; deal in automobiles and parts and accessories therefor; David J. Evans, Lester J. Michael, Grace F. Evans.

Southernland Garage Building Corporation, 20 West Jackson Blvd., Chicago; acquiring, owning, erecting, leasing and operating only one building, and the site therefor; \$5,000; John S. Duckworth, John Zeller, H. M. Byrne.

Illini Products Company, Warrensburg, \$5,000; wholesale and retail of oil, gas and oil products; F. B. Demontte, Fred E. Schroeder, John A. Kruzman, Ruth Schroeder.

The Illinois Filling Station and Garage Owners' Association, Inc., 135th Street and Western Avenue, Blue Island; promote and safeguard the commercial interests of the corporate members; Frank C. Mahneke.

Jr., Walter Rang, William Hopp, Emil Soderholm, Wilbur R. Kelso.

Wayne Motor Sales Co., Fairfield, \$10,000; C. K. Stewart, C. S. Stewart, C. C. Hill; purchasing automobiles and for the sale and exchange of same, automobile accessories and supplies.

Superior Cab Company, 10 East 36th St., Chicago, \$5,000; operate taxicabs, sell gas, oil and other accessories; Arthur Cally, Rains, William Ernest Bryant, Andrew Taylor Ewing, Ernest N. Bryant.

Superior Service Stations, Inc., care of Bryn Mawr State Bank, 2110 East 71st St., Chicago, 50 shares no par value; build, acquire, own and maintain automobile service stations; James P. Cavenaugh, M. C. Suhr, F. Goldman.

West Towns Auto Parts Co., Wheaton, Ill., \$5,000; Clarence V. Wageman, Herbert C. Wehling, Richard B. Wehling; manufacture, deal in and repair automobiles, machinery, tractors, etc.

First Cunningham Company, 122 East 63d St., Chicago, \$150,000, and 5,000 shares par value; Vergil Cunningham, Frank Cunningham, John W. Cunningham; own, lease and operate a plant for cleaning automobiles and other vehicles and deal in soaps, chemicals, oils, etc.

Mackay Austin Valve Company, 77 West Washington St., Chicago, \$75,000; buy and deal in automobile and motor vehicle parts, accessories and sundries; G. H. Albright, H. G. Forde, M. J. Weller.

Station to Lake Bus Line, Crystal Lake, \$10,000; operation of buses, cars, automobiles and cabs; Everett P. Stroup, William F. Fanter, Benjamin Kirby, Charles G. Wineteer, National Motor Underwriters, 522 Reisch Building, Springfield.

West Suburban Overland-Knight Company, 215 Madison St., Maywood, \$45,000; James C. Thompson, Russell M. Adams, Clara D. Adams, Gladys S. Adams; buy, sell and deal in automobiles, accessories, etc.

U-Needa Taxi Cab Company, 3734 Langley Ave., Chicago, \$5,000; engage in maintaining and operating a garage; engage in taxicab and auto service business; Tandy Williams, Frank Witherspoon, Anna Witherspoon.

Dissolutions
Atlantic-Pacific Garage, Mount Carmel, Temple Cab Company, Inc., Chicago; Stolar-Hindman Motor Company, Du Quoin.

The Hupmobile franchise is daily becoming more valuable. Applications for territory are steadily on the increase.

HUPMOBILE

EIGHTS and SIXES



HOTEL EMPIRE
BROADWAY AT SIXTY-THIRD STREET, NEW YORK CITY

A NEW fourteen story fireproof structure containing every modern convenience and "Servidor" Service.

Capacity 1,034

The location is unique: subway, elevated, street cars, buses, all at door.

RATES

Room, private toilet \$2.50
Single Room with bath 3.50
Double Room with bath 5.00

M. P. Murtha, Gen. Mgr.

Ample Parking Space

Financial News of the Automotive Industry

U. S. PRODUCTION METHODS PRAISED

Hoover and Litchfield Address U. S. C. C. Convention

(Continued from Page 1)

self. It is, however, unconscious co-operation.

"The last twenty-five years have seen the growth of larger and larger units of production and distribution—big business. Our tools are bigger. We build a single dynamo of 100,000 h. p. This single tool would have been big business twenty-five years ago.

"I believe the public generally realizes that we get better conditions of labor, lower production costs, and better products sold on narrower margins of profit out of mass production, both in manufactured goods and in transportation power and other services."

Mr. Litchfield told his group that high wages make for prosperity, but that wages can be paid only out of production.

"It used to be the thought," he said, "that the first thing to cut when profits began to shrink was wages. It is now recognized that this condition should be met by increased efficiency, elimination of waste, the cutting down of overheads in production and distribution and an attempt to maintain wages, because a general cutting down of wages curtails the demand for the finished products of industry, the demand for which is the very life blood of prosperity."

Management does not desire to decrease wages, but seeks to maintain them, Mr. Litchfield said. It realizes, however, he asserted, that wages can be maintained only through increasing the production output per man.

While these principles, are recognized by the great leaders of labor," he continued. They are not unfortunately shared by all laboring men and there are still a large number who believe in the principle of reward based upon the time put in.

"It is the application and the results of this false doctrine with which management has to contend, and it often prevents the full co-operation between management and employees because these principles cannot be reconciled. It often the influence of men of this type in the councils of labor which makes it difficult for more enlightened labor leaders to hold their men in line."

The automobile industry is no longer selling automobiles but selling installment contracts, O. H. Cheney, vice-president of the Pacific National Bank of New York, told the domestic distribution group. He said the motor car industry is selling "pieces of paper with a lot of legal verbiage which the buyer may or may not be able to carry out."

Jazz economics—that's what installment buying on the dollar down and a dollar a week amounts to, he said.

"It's a sound theory as long as it works, and will become unpopular when it doesn't," said Cheney, adding:

"Installment selling is recognition of the fact that high pressure selling competition has used up the consumer's dollar and that each industry must fight for the dollar of next week—and for the dollar of next year."

Among those attending the sessions of the chamber here are Alfred Reeves, general manager; John C. Long, educational manager; and Edward F. Loomis of the motor truck section, all of the N. A. A. C.; Windsor T. White of White Truck, M. L. Hemingway, general manager of the Motor Accessories Manufacturers Association, and W. O. Rutherford, president of Goodrich Tire and Rubber Company.

STRIKE DOESN'T STOP THE MOTOR CAR. This scene at Hammersmith Broadway, London, during the strike shows that the automobile stayed on the job. No horse-drawn vehicles are in sight.



Allis-Chalmers Co. Report on Earnings

New York, May 12.—Allis-Chalmers Manufacturing Company for the quarter ended March 31, 1926, reports net profit of \$828,401 after depreciation, Federal taxes, etc., equivalent after 7 per cent. preferred dividend requirements to \$2.09 a share earned on \$25,770,750 common stock. This compares with \$914,185, or \$2.43 a share in the preceding quarter, and \$847,053, or \$2.17 a share, in the first quarter.

Unfilled orders on hand March 31 amounted to \$10,787,000, compared with \$10,147,072 on December 31, 1925, and \$10,146,675 on March 31, 1925.

INDIA TIRE AND RUBBER CO. DECLARES DIVIDEND

Akron, O., May 12.—Directors of the India Tire and Rubber Company declared a 6 1/2 cents dividend on new common stock today. This common was split early in April from old common, five shares being given for one. Dividend is payable July 1 to stockholders of record June 21. The company also declared the regular 1 1/4 per cent. dividend on preferred, payable on same dates. The production is increasing and inventory normal, President J. M. Alderfer says.

pared with \$10,147,072 on December 31, 1925, and \$10,146,675 on March 31, 1925.

RANGE OF AUTOMOTIVE STOCKS

NEW YORK STOCK EXCHANGE							
Previous, 1926	High	Low	Div.	Sales	High	Low	Net Change
63 1/2	49 1/4	49 1/4	3	Advance Rumely pf.	100	48 1/4	48 1/4
16	9	9	0	Ajax Rubber	8,300	9 1/2	7 1/2
94 1/2	78	78	6	Allis-Chalmers	1,400	17 1/2	17
24 1/2	17	17	0	Am. Bosch Magneto	200	12 1/2	12 1/2
15 1/2	12 1/2	12 1/2	0	Am. La France	1,000	26 1/4	25 1/4
37 1/2	25 1/2	25 1/2	3	Briggs Mfg. Co.	1,200	14 1/4	13 1/4
26	14	14	0	Chandler Motor	800	30 1/4	30 1/4
45 1/4	30 1/4	30 1/4	4	Chrysler Corp.	7,100	31	30 1/4
54 1/2	28 1/2	28 1/2	30	Continental Motors	200	10 1/2	10 1/2
13	10 1/4	10 1/4	0	Dodge Bros. pf.	15,800	26 1/4	25 1/4
47 1/2	25 1/2	25 1/2	7	Eaton Axle & Spring	700	81	80 1/4
88 1/2	80 1/2	80 1/2	2	Electric Star, Battery	300	25 1/4	25 1/4
79 1/2	71 1/2	71 1/2	6	Fisher Body	2,000	84 1/4	82 1/4
105 1/4	84	84	5	Fisk Rubber	2,500	15	15 1/2
26 1/4	14 1/4	14 1/4	5	Gardner Motor	400	6 1/4	6 1/4
42	28	28	3 1/2	General Motors	52,500	127 1/4	125
9 1/2	6 1/4	6 1/4	0	General Motors pf.	300	115 1/4	115 1/4
135 1/2	113 1/4	113 1/4	12	Glidden Co.	200	19 1/2	19 1/2
115 1/2	113 1/4	113 1/4	7	Goodrich Co.	4,000	49 1/2	47 1/2
25 1/2	18	18	2	Goodyear T. & R. pf.	200	100	100
70 1/4	47 1/4	47 1/4	4	Hayes Wheel	900	32	32 1/2
109 1/2	98 1/4	98 1/4	7	Hudson Motor Car	36,900	66	64
46	32 1/2	32 1/2	2 1/2	Hupp Motor Car	1,600	20 1/4	20 1/4
123 1/4	61	61	3	Jordan Motor Car	5,700	30 1/4	29 1/4
28 1/2	17	17	1	Keystone T. & R.	200	9 1/4	9 1/4
66	29 1/4	29 1/4	3	Lee Rubber & Tire	100	9 1/4	9 1/4
1 1/2	8 1/4	8 1/4	0	Mack Trucks	4,000	112 1/4	109 1/4
159	103 1/2	103 1/2	6	Moore Motors	1,600	24 1/4	23 1/4
37 1/2	23 1/2	23 1/2	3	Motor Meter A.	1,700	38 1/4	38
53 1/2	36	36	3 1/2	Motor Wheel Corp.	500	24 1/4	24 1/4
33 1/2	24	24	2	Murray Body	1,000	3 1/4	3 1/4
15 1/2	3	3	0	Nash Motors	6,000	53 1/2	52 1/2
66	52	52	0	Packard Motor Car	200	33 1/4	33 1/4
43 1/2	31 1/4	31 1/4	1 1/2	Packard Motor	900	15 1/2	15 1/2
48 1/2	15	15	0	Pierce-Arrow	3,600	23 1/2	23 1/2
43 1/2	21 1/2	21 1/2	1 1/2	Pierce-Arrow pf.	1,000	88 1/4	86 1/4
108 1/2	76 1/2	76 1/2	6	Reynolds Spring	600	6 1/4	6 1/4
10 1/2	5 1/4	5 1/4	0	Stewart-Warner Speed	1,200	71 1/4	70 1/4
92 1/2	70 1/4	70 1/4	6	Studebaker Co.	8,700	50 1/2	49 1/2
61 1/2	48 1/4	48 1/4	5	Timken Roller Bear	500	59 1/2	59 1/2
56 1/2	44 1/4	44 1/4	4	U. S. Rubber	25,100	55 1/2	53 1/2
88 1/2	54 1/4	54 1/4	8	U. S. Rubber 1st pf.	200	104	103 1/4
109	101 1/4	101 1/4	4	White Motors	3,600	52 1/2	51 1/2
90	51 1/4	51 1/4	8	Willis-Overland pf.	9,800	22 1/4	21 1/4
34	21	21	7	Yellow C. & T. B.	1,100	23 1/2	23 1/2
99	91 1/4	91 1/4	75	Yellow C. & T. pf.	500	98 1/4	98 1/4
32 1/2	23 1/4	23 1/4	7				
98	91 1/4	91 1/4	7				

NEW YORK CUBB MARKET							
Previous, 1926	High	Low	Last	Sales	High	Low	Last
57 1/2	35	35	35	Brill Corp. A.	200	35 1/2	35 1/2
32	15 1/4	15 1/4	15 1/4	Brill Corp. B.	100	16 1/4	16 1/4
13 1/2	5 1/4	5 1/4	5 1/4	Durant Motor	1,000	6	6
10 1/4	4 1/4	4 1/4	4 1/4	Federal Motor Co.	200	5 1/2	5 1/2
45 1/2	32	32	32	Federal Motor	100	39 1/2	39 1/2
100	97 1/2	97 1/2	97 1/2	Firestone 6 per cent. pf.	10	98 1/2	98 1/2
46 1/2	29 1/4	29 1/4	29 1/4	Goodyear Tire	500	31	30 1/4
9 1/4	4	4	4	Rickenbacker Motor	1,800	4	4
37 1/2	19 1/4	19 1/4	19 1/4	Stutz Motors	500	26	26
11 1/2	8 1/4	8 1/4	8 1/4	Timken Detroit Axle	500	9 1/4	9 1/4
25 1/2	16	16	16	U. S. L. & H. new	100	20 1/2	20 1/2
7 1/2	5 1/4	5 1/4	5 1/4	U. S. L. & H. pf.	200	6	6
21 1/2	13 1/4	13 1/4	13 1/4	U. S. Rubber Rec.	100	15	15
17 1/2	9	9	9	Yellow Taxi N. Y.	600	16 1/4	16 1/4

CHICAGO				CLEVELAND			
Previous, 1926	High	Low	Last	Previous, 1926	High	Low	Last
1700	50 1/2	48 1/4	50	450	15 1/2	15 1/2	15 1/2
100	10 1/4	10 1/4	10 1/4	490	20	19 1/2	20
210	17 1/2	17 1/2	17 1/2	Firestone	105	105	105
225	41 1/4	41 1/4	41 1/4	Firestone 6 per cent. pf.	101	101	101
25	19 1/4	19 1/4	19 1/4	Firestone 7 per cent. pf.	97	97	97
625	71 1/4	71 1/4	71 1/4	Goodyear	30	30	30
175	97 1/2	97 1/2	97 1/2	Peerless	25	25	25
135	44 1/4	44 1/4	44 1/4				

(The above tables show the complete movement of automotive stocks for Tuesday.)

Rubber Apathy Is Still in Evidence

New York, May 12.—Another day of slow and uninteresting business, both on the Rubber Exchange and outside, was the rule yesterday. Prices on the outside market showed virtually no change. On the Exchange, after an easy opening on London's decline, the market steadied and closed at a slight gain in average levels.

RUBBER EXCHANGE OF NEW YORK					
	Opening	Bid.	High.	Low.	Closing
June	48.20	47.70	48.20	48.20	48.20
July	46.30	46.30	46.30	46.40	46.40
August	46.00	46.00	46.00	46.00	46.00
Sept.	45.60	45.30	45.80	45.80	45.80
October	45.50	45.80	45.50	45.50	45.50
Nov.	45.10	45.50	45.50	45.50	45.50
Dec.	45.00	45.50	45.50	45.50	45.50

1927.

*Nominal.

OUTSIDE CLOSING PRICES			
Plantations—	Bid.	Asked.	
First latex crepe, spot	50	50 1/2	
May	50	50 1/2	
June	49	49 1/2	
July-September	47	48	
October-December	47	48	
Ribbed smoked sheets, spot	49	49 1/2	
May	49	49 1/2	
June	47 1/2	48 1/2	
July-September	46	47	
October-December	46	47	
Brown crepe, thin, clean	45	46	
Specy	42	43	
No. 1 rolled	43	44	
Amber—No. 2	47	48	
No. 2	46	47	
Cauché Ball—Upper	45	46	
Lower	22	23	
Cameta	26	27	
Para—Up-river, fine, spot	41	42	
do coarse	30	31	
Island, fine	38	39	
Central—Corinto scrap	33	34	
Esmeraldas	34	35	
Mexican scrap	33	34	
*Guayule, washed and dried	34	35	
Balata—Block, Ciudad	63	64	
Block, Colombia	65	66	
Panama	43	44	
Sheet	72	73	

*Two slightly different grades of this product are offered as the output of separate factories. The range in prices covers quotations on both brands.

SCRAP RUBBER			
	1 1/2 a	2	
Boots and shoes	1 1/2 a	2	
Arctic, trimmed	1 1/2 a	2	
Arctic, untrimmed	1 a	1 1/2	
Inner tubes, No. 1	8	10	
Inner tubes, No. 2	6 1/2 a	7 1/2	
Inner tubes, No. 2 red	5 1/2 a	6 1/2	
Hose, steam and garden	15.00	a17.00	
Hose, airbrake, ton	23.00	a25.00	
Tire, automobile, white, ton	40.00	a55.00	
Mixed auto tires	22.50	a25.00	

WASHINGTON STATE MAKES MONEY ON GAS TAX

Olympia, Wash., May 12.—State gasoline tax collections for 1926 on May 1 had netted the state a clear profit of \$917,313.95, according to State Treasurer W. G. Potts.

This net amount, he explained, is exclusive of a \$50,143.51 refund to the gasoline companies for the sale of non-vehicular gasoline.

Gross collections for April were the largest since the tax became effective in 1921, the amount being \$285,267.15, which is an increase of \$62,000 over the preceding month and approximately \$54,000 in excess of gross collections for April, 1925.

Current Commodity Prices

STEEL PRODUCTS		OIL AND GASOLINE	
Semi-Finished—Gross Tons		MOTOR GASOLINE	
Billets, re-rolling	\$35.00a\$6.00	Garage (steel barrels)	— a20
Billets, forging	41.00a42.00	Up-State New York	— a20
Steel bars (hot rolled)	2.00a	Single tank cars, delivered,	
Plates (hot rolled)	2.40a	New York	14 1/2
Blue annealed sheets	2.40a 2.50	CRUDE PRICES AT WELLS	
Auto body	2.35a 2.35	EASTERN—	
Auto body	4.30a 4.40	Penn. grade oil	Penn. grade oil
Auto body	2.40a 2.50	In N. Y. Tran.	Line Co. Lines \$3.30
Cold rolled strip	3.90a 4.00	Co. lines	\$3.65 Cabell
Hot rolled strip	2.30a 2.40	Bradford District	2.20
Hot iron, Basic—		oil in Nat.	Brigand
Valleys	18.50a19.00	Tran. Co. lines 3.65	Somerset
Eastern Pennsylvania	21.50a22.50	Penn. grade oil	Somerset, light
		In Nat. Tran.	CENTRAL—
		Co. lines	3.55 Lima
		Gaines grade oil	Indiana
		In Nat. Tran.	Princeton
		Co. lines	2.10 Illinois
		Penn. grade oil	Wootter
		In S. W. Pa.	Waterloo, Ill.
		Penn. grade oil	3.55 Plymouth
		In Eureka P.	Line Co. lines 3.50

IRON AND STEEL SCRAP	
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